

Soy and fish representatives seek red meat's cooperation

(Continued from page 11)
"There is a lesson to be learned in what happened to lard when shortening came on the market, and to butter when margarine was made available," Rakosky said. "By trying to fight these trends instead of working with them," the livestock industry forces other products into competition with it, he said.

"Let's stop thinking of each other as competitors, but... as cooperators in the food business," he said. Weddig said the livestock industry should "take advantage" of seafood's popularity and promote "dual menu" items such as steak paired with lobster.

Although his industry has "hit our peak" in per-capita consumption for the foreseeable future, consumption of fish has jumped 22% since 1960, Weddig said. Per capita fish consumption is now 13 lb. per year, he said.

Weddig also predicted that the growth of his industry would come in the export market. Imported fish now has 64% of the U.S. market, he noted.

Specialists cite danger of fireweed poisoning

A weed that many ranchers and farmers consider to be good protein feed for livestock may actually be poison their stock when it's fed alone.

Until more research is completed, ranchers should hold off on reseeding their land into kochia, says extension specialists at New Mexico State University. Kochia is also called fireweed or burning bush. It is a common weed in most western states.

Research shows that the early growth of this coarse weed is leafy, palatable and nutritious, says Larry Foster, extension beef cattle specialist. Kochia also seems to be drought resistant, grasshopper resistant, leafy and high in seed yield, protein and carbohydrate content.

In the 1940s, South Dakota State University researchers kochia but it never caught on as a domestic forage crop.

Many forage species have both good and bad qualities, says Charles Glover, extension agronomist. For example, alfalfa is an excellent forage crop but it also causes bloating in ruminants. Under certain conditions created wheatgrass can cause grass tetany. Kochia also causes several adverse reactions.

Kochia has been linked to "photosensitization" or an "over reaction to light" in cattle, sheep and horses. Cattle that have eaten large amounts of kochia may also develop a central nervous system disorder called polioencephalomalacia, blindness, lethargy, jaundice and gastrointestinal distress.

Kochia, particularly under fertilization and cultivation, may be a natural accumulator of toxic substances. It has been found to accumulate lead, cadmium, and other heavy metals.

Wollney said broiler consumption has gone from about 20 lb. per capita in 1955 to more than 50 lb. last year. He also predicted 3% to 5% increases in this figure in "the next few years."

Factors contributing to this growth, he said, have included production efficiency; poultry's ability to quickly respond to changing supplies of red meat; poultry's perceived benefits over competing meats, and lower relative prices.

Wollney stressed, however, that "it's not price alone" that has given poultry an increased market share, but a combination of factors.

Questioned on what the red meat industry should do to develop a greater share of the market, Wollney said more time and effort should be spent with the nation's newspaper food editors.

Weddig said "I'd try to be no productive" the price of meat could be "kept down." He added that he doesn't believe most consumers "subscribe to the scarce (about red meat) that have been going around." Consumers are looking for low-priced protein, he said.



NEW OFFICE—Western Farm Companies announces the opening of a new commodity office in Fort Collins, Colo. The office staff includes branch manager Harold Johnson (left) and commodity representatives Bob McKay and Rich Bornholt.

Analysts predict big wheat feeding year

(Continued from page 1)

corn and can lock in a supply for 60 days, then it would be an economical business choice to feed wheat, he said.

If this is a record wheat feeding year, it would take the edge off of corn demand during June to September, according to Bob Lekberg, a grain analyst with Shearson Loeb Rhoades Inc.

However, at this time, with much of the wheat still to be harvested, it is difficult to estimate the amount that will be fed, he said.

From June 1, 1977, to May 31, 1978, U.S. wheat used as feed totaled 192 million bushels, and that was considered a heavy wheat-feeding year, according to USDA. USDA projection for the 1981-82 period is 150 million

bushels. "I wouldn't be surprised if this was the biggest wheat feeding year in history," Barton said.

Southern hog producers also are feeding wheat to cut grain costs, which have been contributing to the large losses experienced during the last two years, analysts said.

In Georgia, about 30% of the hog producers are using wheat as a total or partial substitute for corn, according to O.M. Hale, University of Georgia animal nutritionist. A Georgia hog producer can save \$.50 to \$.75 per bushel by using wheat instead of corn, he said.

Hog producers in other Southern states also are using wheat as an alternative to alleviate the shipping costs of corn from the Midwest, analysts said.

Wheat organization calls for member food stock program

Member countries of the International Wheat Council were urged to "develop reserve stock policies" as the 94th session of the council ended recently in Madrid.

In a press release, the council said it had encouraged its members strive for food security by adopting stockpile policies and building food distribution systems, reports UCN.

The council also asked its executive secretary, Jean Parotte, to continue consulting with members on the possibility of negotiating a new international wheat agreement. Parotte is to report his progress to the IWC's executive committee at least one month before the next full IWC session, scheduled to begin Nov. 30 in London.

Member nations voted to extend the current IWA and the Food Aid Convention until June 1983 pending negotiation of a new agreement.

No progress toward a new agreement was made at the 94th session, largely because the U.S., the world's major wheat exporter, refused to support the proposals Parotte had submitted to members late last year. They call for a system of globally coordinated food reserves to be accumulated individually by member countries.

The U.S. position was criticized privately by the European Economic Community and developing countries, sources told Unicom News. However,

the press release referred only obliquely to the internal squabble.

The release said "most delegations indicated their support for the proposals currently under consideration and expressed disappointment at the lack of progress in the discussions those proposals. Some delegations, however, stated that they had conceptual difficulties with the proposals and could not support them."

The U.S. position was based on U.S. Agriculture Secretary John Block's speech to the World Food Council in Yugoslavia. Block urged countries of the world to build their own food security stocks modeled on the U.S. system.

That the IWC underscored Block's message in its press release was more an ironic coincidence than a sanction of the U.S. position, delegates here told UCN.

Developing countries are particularly eager to negotiate a new agreement now because the International Monetary Fund and the World Bank have offered them technical and financial assistance to accumulate stocks and build storage and distribution facilities.

Comments

Years of clumsy efforts to fine-tune reproductive management on the ranch have, we've often suspected, been a major reason why stockmen have been unable to counter the swings in the cattle cycle that have left them dazed and shaken. We are, therefore, pleased that USDA has identified in the current edition of the President's budget at \$1.5 million increase to study problems relating to reproduction in farm animals.

Despite the budget cuts of the Reagan Administration, there are no doubt many dumb, totally unjustified, technically unsound projects remaining. Reproductive research, however, isn't one of them.

Problems relating to reproduction efficiency in beef cattle are very significant and—if anything—we would encourage matching funds designated for extension. A great deal of useful information has been gathered by federal and state researchers, but a large gap exists between "what could be" and "what is" in respect to calving interval, conception rates and days open.

Some of this gap can be filled by increased extension and industry education efforts. Nevertheless, the gap cannot be closed with existing information. A need exists for an increased integration of research and extension efforts to significantly impact reproductive efficiency in beef cattle.

Shorter intervals between parturition, improved breeding efficiency, reduced number of animals with low reproductive capacity through earlier prediction and culling methods are needed. Integrated research and extension efforts to marshal interrelated disciplines into a problem-solving thrust are also required.

Considerations should also be given for research in diseases which affect reproductive efficiency and development of "productive systems" to improve reproductive efficiency.

A careful evaluation of your herd and selling of problem animals—cows that calve late or have produced heavy calves—is a start toward reproductive management. It is pure to assume that needed progress can be accomplished without basic reproductive research.

CHEN RICHARDSON

Doggone strike:

Ballparks strike-out, franks hunt for fans

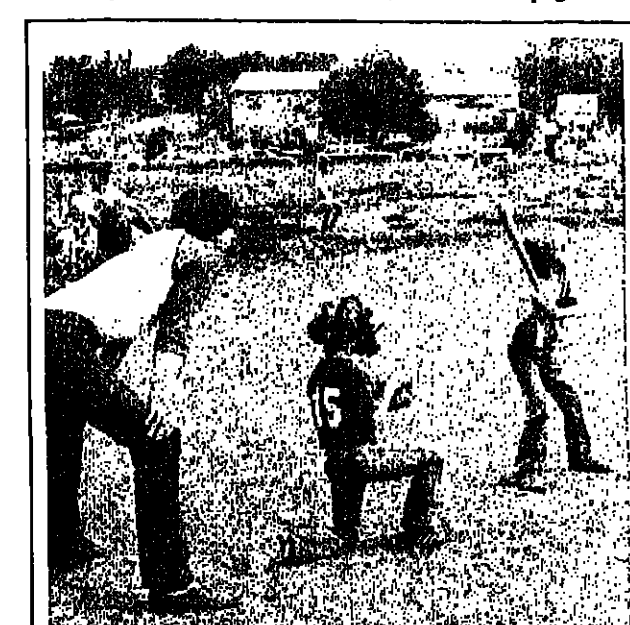
If fans are deprived of the rest of the major league baseball season because of the strike, ballpark hot dog concessionaires could be deprived of sales of 16.8 million hot dogs, industry sources told CNS.

But it is unlikely that the reduced sales will significantly harm overall demand for the pork and beef used to make those hot dogs. Nearly 5 million Weiner

sales, at the rate of about 12,000 per game, have gone by the wayside at the nation's major league ball fields since the players' strike began June 12, according to the National Hot Dog and Sausage Council.

With more than 1,300 games remaining in the season when the strike began, losses in sales for

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BASEBALL AND BEEF—Hot dogs and home runs are not a winning combination this summer in the nation's major league baseball stadiums. Although manufacturers have temporarily lost a major market for their franks, analysts predict the current baseball strike will not have a major negative impact on business. A hot dog fan is a hot dog fan, it seems, and will turn to buying his weiners at tennis matches and little league games. Pictured at bat is Jeff Lee of eastern South Dakota. (Staff photo by Carolyn J. Hurt)

Red meat supplies will top '80 levels, analysts predict

Third-quarter fed cattle marketings will be 4 to 6% above a year ago and fourth-quarter marketings should be 8 to 10% above a year ago, according to Bob Price of the Western Livestock Marketing Information Project.

Reports CNS, total 1981 red meat supplies will be up 3% from a year ago despite a decline in pork production. Price told the Kansas Livestock Assn. Annual Cattle Feeders' Conference. Total red and white meat will be up 1% for the year, he said.

Price said he expects the

July 1 USDA cattle inventory report to show a 3% increase in all cows and calves compared with the year-ago figure.

Feeder cattle supplies in July will be up 4% from a year ago, with the largest supply in yearlings, he said. Feeder calf prices will be at a discount to heavier-weight feeder cattle during the next year if interest rates remain at current levels, he said.

Nonfed slaughter levels will be major factor in determining fed cattle prices in the second half of the year, Price said.

Fed cattle prices could

reach \$72.00 to \$78.00 per cwt during the next 30 days, but the upward move must begin soon, said Bob Bliss of the Texas Cattle Feeders' Assn.

There was no valid reason for \$68.00-per-cwt cattle in Texas and a \$6.00 decline in dressed beef prices this week, Bliss said.

A major factor affecting slaughter cattle prices is the depressed psychology created by the volatile futures market, he said.

Competitive meats, inflation, interest rates and energy costs have adversely

(Continued on page 6)

WESTERN LIVESTOCK JOURNAL

News • Trends • Sales • Shows • Markets

Interest rate, glut of overfed feeder concern in WLJ poll

By LEE PITTS

The glut of overfed cattle that was depressing fat prices just a few weeks ago appears to be cleaned up, according to a recent WLJ survey of feeders throughout the Western states. The possible exception is in California's Imperial Valley where it is going to take a few more weeks to get rid of the excess yield grade 4 cattle.

Feeders in the Texas Panhandle were mostly current in their marketings, with many feeders reporting that packers were short on heavier cattle and other feeders felt this was because packers were short on heavier cattle and other feeders felt that because feedlots did not have great numbers of the heavier cattle, the packers were using it more as a bargaining tool to depress fat prices.

Feeders in the Panhandle

and Great Plains showed great divergence in vacancy rates. Yards appear to be running at about 55-65% capacity. Feeder, Wayne Roitsch, of Miller Feedlots in La Salle, Colo., reported that keeping current has taken on even greater significance with today's high interest rates. "You have to stay current. Overfeeding at today's interest rate will kill you. You must keep the cattle moving. On the cattle with fewer days of interest there

is even a little money to be made."

Where feeders were losing the interest money on steers a few weeks ago, Charles Korshaw of Brawley, Calif., reported the market has rebounded just enough to "make the new cattle coming in close to a push" in profitability. Some feeders foresee a sharp increase in fat prices in 3-6 weeks. But this would not necessarily mean a surge in feeder prices. Roitsch says.

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GAO recommends brucellosis changes

The U.S. General Accounting Office (GAO) has recommended several changes in USDA's brucellosis eradication program to eliminate short-comings it says have marred the program's effectiveness, reports CNS.

GAO, the investigative arm of Congress, recommended that USDA strengthen its enforcement of regulations designed to prevent interstate shipment of animals infected with brucellosis by establishing a separate compliance staff.

The report also said USDA should seek authority to impose stiffer fines on habitual offenders of these regulations and to ensure that all fines exceed the cost of complying with the regulations.

According to GAO, brucellosis, a disease which attacks the reproductive system of livestock and causes miscarriage and sterility, costs the livestock industry \$36 to 40 million per year. In fiscal year 1981, USDA has \$81 million budgeted for the brucellosis

eradication program, the largest of its domestic animal health programs.

GAO said ineffective and unenforced regulations have contributed to the spread of brucellosis from high to low incidence states. In the 51 cases GAO said it examined, investigations of suspected violations took an average 19 months and fines were only nominal in the few cases in which they were imposed.

GAO said one of the major short-comings of the program is the inability to trace infected animals back to their herd of origin. In addition, brucellosis testing is often not timely enough to detect and eliminate the infection quickly.

In about 76% of the cases it examined, no controls were used by USDA to ensure that animals exposed to the disease were not removed from quarantined herds.

GAO also said that USDA needs management goals to motivate its field personnel to implement recommended

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CowBelles hear MEF head at convention

By PATTI THORN

As the American beef industry grapples with demand for their product being lured away by competitive meats, a huge, virtually untapped market lies in wait across the sea. It's time producers paid some attention to that market, according to Alan R. "Bud" Middaugh, president of the Meat Export Federation (MEF).

Middaugh addressed the American National CowBelles last week during their midsummer convention in Denver. He reviewed the purpose of the MEF and emphasized the importance of expanding foreign markets.

Such markets have not to be a buying power, he reckoned with. "said Middaugh, noting that there are 116 million people in Japan and 817 million in the 10 European countries. Among these people, the demand for American meat, especially in Japan, is 'almost irrespective of price,' he said.

Middaugh noted that Japan is the number one export market for beef and pork. It is a market that has grown tremendously over the past several years, increasing 8400% from 1978 to 1979.

Other potentially large meat markets, according to Middaugh, are the Middle East, which he called a "sleeping giant," and Mexico, which he called a "giant in the making."

numbers, oil money and the fact that Mexico is close to home, Switzerland and



Middaugh (Staff photo by Martha Williams)

start toward establishing the meat with the local population, Middaugh said.

Although huge strides have been made by the MEF in garnering foreign acceptance of American meat, many obstacles have yet to be overcome. One of the major barriers Middaugh noted are the quotas foreign countries place on imports to protect their domestic agriculturalists. He estimates MEF officials spend 80% of their time combating this type of restraint, as well as import taxes and surcharges that can raise the price of a pound of meat from \$8 to \$8 on the Japanese market or \$40 if served in a nice, Tokyo restaurant.

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NEWSPAPER (priority handling)

NEWSPAPER (priority handling)



"Whatta you mean, 'Bring him back tomorrow 'cause this is Wednesday and the doctor is playin' golf?'"

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Industry forum addresses methods to counter-act animal rights issue

Plans for counter-acting the efforts of animal rightists highlighted the recent meeting of the Forum for Animal Agriculture in Washington, D.C. Thirty-four representatives from various universities, government agencies and livestock producer organizations were present.

Stuart Proctor of the American Farm Bureau Federation presented plans and actions the AFBF has taken thus far concerning animal welfare. Proctor said the AFBF is developing a film and brochure to inform the public on production operations of veal and poultry.

Proctor said his organization is attempting to treat the subject positively; recognizing the severity of the problem but trying to avoid providing the animal rightists with a "forum" for additional public exposure.

Steve Kula, United Egg Producers, said 91% of layers are in cages. Actions by animal rightists to turn cage layers loose would be devastating to the poultry industry, he said. UEP is developing a code of good management practices for cage layers, said Kula, and is setting up a certification

program for members. The organization hopes to prevent a legislative mandate, Kula added, by instituting a self-regulation program.

Jim Mallman of Provimi Veal Co. reported the veal industry has been "under the gun" in the animal rights issue for 2½ years. Provimi said he feels there is nothing wrong with modern veal production methods.

Mallman said proponents of animal rights are two years ahead of livestock producers in regard to promotion of the issues involved. He urged the forum to provide educational materials to promote modern agricultural practices and told those in attendance not to compromise with animal rightists.

The chairman of the Animal Science Department at Purdue University, Walt Woods, reported several Indiana farm organizations are attempting to create a commission of Farm Animal Care, Inc. The non-profit corporation would have three purposes, said Woods: 1) promotion of sound husbandry practices; 2) inform the public; and, 3) act as an information source for interested organizations and individuals.

Van Houweling said he felt a coalition of industry organizations was needed to implement and fund his proposal.

John Adams of the National Milk Producers Federation moved the forum steering committee be requested to develop a proposal for structure and financing to deal with animal rights and other pertinent issues to be considered and acted upon no later than Oct. 1. The motion passed unanimously.



QUEEN—Carleen of Deary is the new Idaho Junior Angus Queen. She was crowned during the recent Idaho Junior Angus day in Cottonwood, and will represent the state at the Western National Angus Futurity contest. Queen contestants were judged on personality, poise, showmanship and Angus activities.

Scientist predicts poultry frank risk

Improvements in technology for the production of mechanically deboned poultry and in formulating and manufacturing have been keys to the growth of poultry frankfurters and will play an important role in the future use, Dr. J.L. Mendon told the Redwood Meat Conference.

Reports CNS, low price, consumer acceptance of the eating quality and positive reaction to nutritional aspects have been factors in the increased consumption of poultry franks, Mendon said.

Although almost all poultry franks are made from 100% mechanically deboned poultry meat, the poultry industry has managed to avoid the controversy that has been associated with mechanically deboned red meat, he said.

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Trade officials reaffirm goal to increase ag export figures

U.S. agricultural trade policy officials have reaffirmed the Reagan administration commitment to increase agricultural exports, and raise the stature of the agricultural sector in both domestic and foreign affairs, reports CNS.

At a meeting of the U.S. Agricultural Export Development Council, administration officials reiterated the U.S. determination to maintain or increase the U.S. share of the world market, and fight existing or potential trade barriers.

Agriculture Secretary John Block again stated his desire to "bring some reason" into the European Community export subsidy and domestic market farm policies. Implementation of new import levies by European countries would be subject to "immediate retaliation" by the U.S., Block said.

Block also repeated his goal of a more evenly distributed storage system for the world's grain surplus, instead of the U.S. carrying the burden of excessive stocks in years of ample supplies.

Assistant U.S. Trade Representative Don Nelson told CNS he did not know what the possible U.S. retaliatory measure might entail. However, he did tell the group that he did not think U.S. subsidies on exports were "in the cards." He noted that the option to implement subsidies on U.S. exports is under consideration by Congress in its farm bill proposals.

Both Block and Nelson, however, conveyed the message that the U.S. goal to market access also meant decreasing U.S. trade barriers, as well as working to develop freer trade abroad.

Nelson also said that despite some criticism in agricultural circles of the State Department's involvement in agricultural trade issues, he felt it was a positive development to have the State Department develop an interest in international trade policy issues.

USDA's Foreign Agricultural Service (FAS) Administrator Richard Smith said that although foreign policy considerations have to be considered, FAS foreign market development programs will emphasize more commercial market development, rather than a tool to implement foreign policy decisions.

Smith said he saw no major changes in PL480 programs in the near future. He also was not optimistic on the development of a CCC revolving fund, although the merits of such a program have been discussed in the Reagan administration, he said.

Former Assistant Agriculture Secretary and Rice-Land Foods Executive Vice President Richard Bell told the group that an optimistic outlook for agricultural exports was contingent on

the U.S. resolving its monetary problems, and the development of a new grain trading relationship with the Soviet Union.

Until those two problems are resolved, Bell warned that the U.S. domestic agricultural situation will remain grim. The strong dollar, and uncertainty on U.S. trade policy with the USSR have been unsettling for market prices and foreign demand, Bell said.

He urged Agricultural Department officials to strive for a higher profile in the administration, and not let the USDA become a technical agency.

Bell maintained that the Soviet market is essential for U.S. grain trade, noting that more than 40% of the world's consumption and production is in the U.S. and the USSR alone.

He suggested that in a new long-term grain agreement with the USSR, the minimum purchase level be set at 8 million tons, including 5 million tons of corn and 3 million tons of wheat. An additional 4 million tons should be available without consultations, with the stipulation that one of the four be wheat, he said.

CFTC seeks comments on pilot options program

The Commodity Futures Trading Commission (CFTC) is seeking comments until July 29 on its proposed three-year pilot program for trading in options on commodity futures, reports CNS.

Proposed rules for the pilot program resurrected by the commission at its last meeting from proposals first floated in Oct. 1977 were published in a recent Federal Register.

The proposal limits the pilot program to options on futures contracts on three selected commodities, one from each of the following sectors: metals and other natural resources; financial instruments; and certain agricultural commodities.

The original pilot program, which was never approved by the commission, envisaged trading in sugar, gold and Government National Mortgage Assn. debt.

CFTC is, however, seeking comments on whether the program should be expanded to include other

commodities.

The CFTC said the new proposals are more restrictive than the 1977 plan, especially with regard to customer protection.

The offer and sale of options would be restricted to futures commission merchants who are regulated by the exchange on which the option is traded, or who are members of a registered futures association such as the National Futures Assn.

Licensed commodity option exchanges would bear the responsibility for the supervision and disciplining of persons offering or selling options. They would also be required to carry out regular sales practice audits.

Pilot program regulations would be restricted to options on futures contracts on U.S. exchanges only, unlike the 1977 proposal which would have allowed trading on overseas exchanges. The new proposal also excludes exchange options on physical commodities.

CFTC also wants comments on whether positions limits should be placed on option trading, and if so, how these should be assessed, and whether this should be done by the exchanges or by the commission.

Comments regarding the adoption of a rule relating to the suitability of option transactions for particular customers are also sought.



OREGON DONATION—Ray French (left), Heppner, Ore., president of the Oregon Cattlemen's Assn. thanks Jim Harvey (right), Farm Equipment Headquarters, Pendleton, Ore., for an \$850 donation to the association. The donation was made at the Wolfe Polled Hereford Ranch bull sale in Hermiston. Earlier in the day, Bill Wolfe (left, center) donated ½ of the proceeds from the sale of a bull sold to Ray French to the association. Also pictured is Sam Demet, OCA vice-president. (Staff photo by John Coote)

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It is again time to prepare for the sale to be held in conjunction with the PACIFIC COAST CUTTING FUTURITY. The 1981 sale will be a little different, since the Pacific Coast Cutting Association and the Sonoma Horse Shows have merged their efforts. The sale will be moved to the new facilities at the California State Fairgrounds.

Both sales held in Santa Rosa, California proved to be tremendously successful. Too Much Pepper was the high selling two-year-old, going for \$75,000. Second high selling two-year-old was Ima Peppy Chex for \$46,000. The high selling open consignment was Marie O'Lena, selling for \$26,000. We were pleased to report an average of almost \$7,000.

Friday evening, November 13, the sale will be limited to selected two-year-olds. Saturday evening will bring an open select consignment sale. The two-year-olds will be shown on cattle in the arena while being sold. This sale has always filled before closing date, so remember to enter early.

Review of P&S to be accelerated

USDA announced recently that it has decided to accelerate its previously published plan for reviewing current Packers and Stockyards regulations, policy statements and reporting requirements.

Reports CNS, USDA said it had previously adopted a five-year timetable for reviewing these provisions, but now anticipates being able to complete the review by Sept. 30, 1983.

California farm income to drop, says ag report

California 1981 net farm income will rise by about 9% to \$3.6 billion, according to a recent Bank of America report.

In its study "California Outlook: Agriculture 1981," the bank says, however, when adjusted for inflation the projected percentage increase in net farm income will be about 1% below last year's adjusted level.

The report also examines urbanization in California's agricultural areas. "Unless profitability of food and fiber production increases," the report states, "or legal prohibitions against the shift of farmland out of agriculture are enacted, California's agricultural

and farming resources will continue to be absorbed by sectors that are currently more profitable."

Population and housing growth rates over the past 10 years have been especially high in the Mountain Region and the San Joaquin and Sacramento Valleys, the report notes. The two valley areas accounted for about 20% of California's total 1970-80 population increase, contributing the major share of the state's 35% growth in nonmetropolitan areas.

This trend can be expected to continue through 1985, although at a slower rate. "Growth is expected to be slowest in the Central Coast and Southern California Regions," the report says, "but even here the greatest increases most likely will be in agricultural areas."

The agriculture report points out that as a major consequence of the growth in the valley, their economies are becoming more diverse, with agriculture exerting less dominance.

On the urbanization issue, the report concludes: "As California's traditional agricultural areas become increasingly urban, competition will grow for land, water and other resources critical to the continued viability and growth of agriculture in the state."

According to the report, 1981 cash receipts from crops will rise faster than those for the sale of livestock. Cash receipts from field crops are expected to increase about

14% this year, resulting in strong income growth for 1981.

An increase of 12 to 15% in consumer food prices is predicted by the report. The increase will come from tighter supplies of some important food items and widening farm-to-retail price spreads, rather than by price movements at the farm level, according to the study.

"The long-term outlook for California's dairy industry remains favorable," the report states, "although rising costs and a recent cancellation of the expected federal support price increase will slim profit margins and discourage further expansion of dairy herds."

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VIEWS—A group of "typical consumers" from the Denver area shared their views on grocery shopping at the recent mid-year CowBells convention in Denver. Five consumers told the group where, when and why they buy or don't buy beef during a workshop in product research, promotion and consumer relations. Pictured are panel moderator Martha Williams of Women's AgBusiness

Coming Auctions

HORSE AUCTIONS
Aug. 15—Robert Ford, Ken Johnston, Dorrin, Quarter Horse Production Sale, Spanish Fork, Utah
Aug. 15—Cody's Futurity, Farms

Sulphur deficient crop land spells double trouble for cattle producers

Sulphur-deficient crop soils can mean double trouble on livestock farms, reports Dr. Stan Tisdale of The Sulphur Institute.

Most farmers are aware that sulphur deficiencies are becoming widespread on North American farm land, Tisdale says. Less known, however, is that this deficiency eventually limits production in ruminant animals.

Like crops, ruminants such as dairy cattle, beef cattle and sheep need sulphur in their diet. Tisdale concedes that considerably more sulphur research is needed in the field of animal nutrition, but preliminary findings in North America and abroad suggest that fertilizing crops and pastures with sulphur is a superior method to adding

dietary supplements of this vital nutrient—at least as far as dry-matter intake is concerned. Tisdale says this is probably due to the increased palatability of the forage resulting from sulphur fertilization.

"Research throughout the U.S. and in Australia, Ireland and other places conclusively has shown that one can increase milk, meat and wool production by making sure there is an adequate level of sulphur in the diet," Tisdale claims. "In each case, the increase came about by fertilizing pastures or forage crops with sulphur."

Tisdale says that sulphur can increase Vitamin A content in alfalfa, raise the chlorophyll content of clover, boost protein content of legumes and grasses, de-

crease nitrogen-sulphur ratios, reduce nonprotein nitrogen and nitrate content of grasses and improve quality of alfalfa.

In ruminants, sulphur plays an integral role in starch and cellulose digestion, urea utilization, protein synthesis, and microbial gas production. Without sufficient levels of the nutrient, ruminants cannot use feed efficiently or meet expected levels of production.

"The importance of sulphur in agriculture is by no means new, Tisdale says. However, the nutrient has received more attention lately because soils throughout the U.S. and Canada are rapidly becoming sulphur deficient.

Two decades ago, sulphur deficient soils had

been identified in 13 states, he says. Today the number is up to 36, and every Canadian province from Ontario west has reported deficiencies of the nutrient.

According to Tisdale, sulphur deficiencies have spread for three main reasons: 1) less atmospheric sulphur due to air-pollution control regulations; 2) increased use of high-analysis NPK fertilizers, which contain little or no sulphur; and 3) higher yields and intensive land use, which naturally deplete soil sulphur reserves.

Sulphur-deficient crop soils are especially common on livestock farms, Tisdale explains, because most of the land is reserved for hay and forage-crop production. "More sulphur is removed from the soil when the

entire plant—not just the grain or fruit—is harvested," he explains.

For example, Tisdale says, 100 bushels of corn harvested for grain remove 10 lb. of sulphur from the soil. If that same field is harvested for silage, 17 lb. of sulphur would be removed. For the same reason, hay crops always remove large quantities of sulphur from the soil. A six-ton yield of alfalfa, for instance, removes 30 lb. of sulphur from the soil.

A sulphur deficiency also can inhibit crop response to applied nitrogen fertilizer, Tisdale adds. The nitrogen-to-sulphur ratio within the plant should be about 10-18 parts nitrogen to 1 part sulphur. Research has shown that adding nitrogen alone to a sulphur-deficient field may not increase crop yield. In fact, crop responses can sometimes go the other way. In a study at the University of Montana, adding nitrogen alone to a sulphur-deficient field of orchardgrass decreased yield. This occurred because the nitrogen drastically widened the critical nitrogen-sulphur ratio.

Livestock farmers can have their soil tested for range operators," Vaught said. He explained that it is easier for the farm flock owners to gather the needed data for use in the program such as weighing lambs. "During the first year, that is fall of '81 to fall of '82," Vaught pointed out, "we will not be charging for the program but will after that merely to cover computer time costs, and that of some secretarial time."

Computer program to aid Nevada sheep producers

A new University of Nevada Reno computer program for sheep production record keeping has the potential to enhance the profitability to those in the sheep industry.

"The program is similar to that of the Dairy Herd Improvement Assn. or DHI which has contributed significantly to progress in the dairy business," said Dr. William G. Vaught, state cooperative extension sheep specialist at the UNR College of Agriculture.

What the program does, Vaught explained, is provide a computerized record of the production value of each of the ewes in the flock. The program also can compute the value of the flock as a whole, and the value of individual ewes. It can also compute the value of the flock as a whole, and the value of individual ewes. It can also compute the value of the flock as a whole, and the value of individual ewes.

Vaught explained that the program will provide up to six summaries, including flock statistics, the whole flock value, individual ewe value, and the value of the flock as a whole. It can also compute the value of the flock as a whole, and the value of individual ewes. It can also compute the value of the flock as a whole, and the value of individual ewes.

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WSAA PRESIDENT—Mason Wilkins (left), Nampa, Idaho, was recently elected to lead the Western States Angus Assn. Lynn and his wife, Jack Lynn, Tachet, Oregon, have been elected to the position of State President.

Pork producers endorse science panel proposal

The National Pork Producers Council has endorsed a proposal for a new science panel to study the effects of hormones on the human body. The panel would be composed of scientists from various fields, including medicine, biology, and chemistry. The proposal was made by the council's research committee, which has been studying the issue for some time.

The council's research committee has been studying the issue of hormones in pork for some time. They have found that there are some concerns about the effects of hormones on the human body, and they want to make sure that the public is properly informed about the issue. The panel would be responsible for conducting research and reporting back to the council on the findings.

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EDITOR'S NOTE: "Mind Your Ag Business" appears in WLJ the third week of every month. Martha Williams is the editor of Crow Publications, Inc.'s "Woman's Ag Business Review," a twice-monthly newsletter which focuses on economic, business, consumer and legislative concerns of interest to women in agriculture.

By MARTHA WILLIAMS

It's not too soon to start thinking about 1981 tax strategies, as you may need several months to implement changes once you anticipate a need for tax incentives, even though you're engaged in a business that is regarded as an attractive tax shelter by people who aren't trying to make a living at it.

The best way to look ahead is to look back, according to Paul Strassels in his book, "All You Need to Know About the IRS." He recommends you use your returns from the past three years. List the years across the top of the page, then on line one, list gross income for each year; on line two, list each year's total deductions; on line three, total total tax credits, on a line four, the total tax liability for each year.

Then do a deduction-to-income ratio by dividing the figure on line one by the figure on line two. Calculate each year's effective tax rate by dividing the figure on line four by the figure on line one. Once you see a trend you can take a look at what's behind any changes. Using last year's return you can do a trial run on your 1981 return. You can plug in any moves you're considering, like selling or buying some land, equipment, or building a new facility. When you finish your 1981 projection put it into your chart and figure the deduction-income ratio and the effective tax rate, and take another look at the trend.

This should give you some solid basis for discussing your tax situation with your accountant. This year, because of proposed tax legislation, it will be more important than ever that you have some help with taxes from someone who does more than fill out forms (you can do that).

Tax bills are pending and debate will quicken in both the House and Senate as the administration pushes for income tax cuts, accelerated depreciation of some kind, and estate tax reform. But the bottom line is: there will be some changes in tax law that will vitally affect your operation, and you won't have a great deal of time to analyze options with your accountant once the bills make their way through the legislative consolidation process.

According to Bill Jones, vice-president of tax policy of the National Cattlemen's Assn., the Senate tax cut bill, in a nutshell, calls for a 25% income tax cut over 33 months; accelerated depreciation on a 10, 5, 3 basis; estate tax reform that would exempt \$800,000, have unlimited marital deduction, increase gift exemption to \$10,000, and contain some liberalization of the special use valuation (there are several items on use valuation that NCA is still hoping will be added through amendment.)

On the House side the tax cut bill is somewhat different as Democrats buckle down to win what they can in the face of defections in their own party. One major proposal would involve a phase out of depreciation and a phase of expensing, a measure cattlemen could live with if it can be assured that it won't unduly attract tax shelter seekers.

Other proposals call for a \$2,500 credit for royalty owners, and an easing of the so-called marriage penalty. The time is probably past for effective letter writing or phone calls. You'll have to have faith that your farm organization legislative staffs in the Capital know how to walk the political tightrope in your behalf. Most have done a reasonably good job for agriculture in a year of budget chopping, the National Cattlemen's Assn. having probably the best grip on the theory that politics is the art of the possible. You should find some of the pain of tax time eased in 1981.



ELECTED—Officers and directors of the American Meat Science Assn., pictured at the recent Reciprocal Meat Conference, include: Michael E. Dikeman (front row, left), president elect, Kansas State University; Thomas D. Blüner, director, Louisiana State University; H. Kenneth Johnson, secretary-treasurer, National Live Stock and Meat Board; Dale L. Huffman, president, Auburn University; Tom R. Carr (back row, left), director, University of Illinois; J.O. Reagan, director, University of Georgia; Brad W. Berry, director, USDA-Beltsville; Glenn R. Schmidt, director, Colorado State University; and Roger L. West, director, University of Florida.

Ballparks strike-out, franks hunt for fans

(Continued from page 1)
companies concentrating on ballpark concessions could be considerable.

The New York-based Harry M. Stevens, Inc., is such a firm, with ballpark hot dog sales representing roughly 25% of their total business, said vice president of finance, Walter Klausman.

"If this strike goes on for a long time, it will have a material affect on (our) profit-loss," Klausman said.

Oscar Mayer and Co. does less than 1% of its business in hot dog sales at major league baseball stadiums, according to a company sales executive. Lost sales have largely been made up by increased consumption at minor league games, he noted.

Meat analysts agreed that the worst aspect of the strike for hot dog producers will be finding another place to sell their product.

USDA Meat Inspector Harris Lawrence believes prices for the pork and beef used in hot dogs could stabilize in light of weaker demand, but are not likely to go lower. He added that

hot dogs consist of only 70% of beef and pork, with chicken and ingredients such as cereals and soy protein making up the rest.

John Kleist, livestock analyst for Bache Halsey Stuart Shields Inc., said wholesale meat prices do not seem much affected by the current elimination of hot dog loving baseball fans.

Pork trimmings, a major ingredient in hog dogs, are "high priced" for this time of year and have not shown weakness as might be expected if the demand for weiners dropped, Kleist noted.

Donald Ferguson, head of commodity research at Swift and Co., said an extended strike could adversely affect overall pork demand, but that other products would likely take up the slack.

"People not at baseball games will be somewhere (and) if they're not eating hot dogs at the stadiums, they're eating them elsewhere, such as in tennis matches," said Ewen Wilson, director of economics and statistics for the American Meat Institute.

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GAO recommends brucellosis changes

(Continued from page 1) disease control measures when necessary. USDA managers and supervisors are not evaluated on how well they implement these measures and have no criteria for evaluating how well their employees carry out the procedures.

Because of inadequate recordkeeping requirements for dealers, USDA and state animal health agencies are unable to trace hundreds of infected livestock to their herds of origin, GAO said. It said that although USDA has recommended that states enact provisions enabling them to trace livestock ownership through the

dealers, some states have not enacted these regulations and USDA has been unable to persuade the states to do so.

GAO said USDA needs to make a special effort to discourage the falsification of animal health shipping certificates, considered by many the primary cause of the disease's spread from herd to herd. Because false health certification is difficult to prove, USDA needs to develop a monitoring system that focuses on potential irregularities in certificates and to assign experienced personnel to investigating and obtaining evidence, GAO said.



DIRECTOR—Roger Hanson has been named director of quality control at Curtiss Breeding Industries, Inc. In his new position, he is responsible for maintaining quality control standards on semen processed at Curtiss, as well as coordinating the herd health program. Hanson came to Curtiss in 1976 as a research assistant and helped set up the present quality control program.

Interest rate, glut of overfed feeder concern in WLJ poll

(Continued from page 1) "I would guess it would be a while before we see dollar calves. Profitability must return before the feeder will bid up light cattle prices. Interest must come down drastically and I would say it would be hard to predict a strong calf market this fall."

Gary Oden of McElhaney Feedlot in Wellton, Ariz., expects feed prices to trend downward in late summer and fall. This was a general consensus of feeders surveyed. Right now only wheat is showing signs of price vulnerability. Wheat, if fed properly, can account for as much as 20% of a ration according to one source.

With overfeeding of cattle to meet the choice

grade such a prevalent problem in the industry, the proposed grade changes aroused much response from those surveyed. Regional variation in replies was evident.

Calrence Martin of Hi Plains Feed Yard in Friona, Texas, is against any change in grading standards. He feels that the consumer can find lean beef in the Good grade and the restaurant trade can go ahead and have Choice.

Many cattle feeders surveyed in the Midwest support the NCA proposed changes. Feeders in the West, like Kershaw and Tom Remington of Hartman & Williams in Calexico, Calif., would like to go a step further and do away with mandatory yield grading.

"Yield grading moves a good deal of the ability to merchandise carcasses for greatest return out of the hands of the packer. If a packer is going to have a carcass graded as soon as it comes to yield grade 4 the carcass comes under the hammer price wise. You might get \$6.00 less for a yield grade 4 and it does not matter if it is a lot 4 or a high 4. Many YG carcasses shipped to jobbers on the West Coast are sold without a yield grade and then trimmed."

With interest rates high and the glut of fat cattle still in the back of feeders' minds, feeding periods are being shortened. In the words of one feeder, "we're giving up the extra 3-4% Choice just to keep the cattle moving."

Ag engineer shares methods to reduce irrigation fuel costs

A fuel bill of \$10,000 or more to operate an irrigation pumping plant for a crop season is not unusual. It also dramatically illustrates the fact that fuel is a major cost of producing irrigated crops. So cutting irrigation costs can boost profits.

Wayne Keesee, an agricultural engineer with the Texas Agricultural Extension Service, Texas A&M University System, recommends several steps to minimize irrigation fuel costs.

"Three main factors affect the amount of fuel used to pump water," Keesee says. "These are water management practices, the pressure requirement and efficiency of the application system, and the efficiency of the pumping plant."

"In many cases, irrigation could be reduced without hurting yields or profits," says Keesee. "Many crops have critical periods when yields would be drastically cut by lack of water. Then there are other

growth periods when the need for water is not as critical." According to Keesee, crops should be irrigated only when yields will be increased enough to pay irrigation costs. "Never apply more water than can be held in the crop's root zone unless excess water is needed for leaching to control soil salinity," he points out.

Keesee also suggests considering a low pressure application system. "Higher pressure means higher fuel use. Low pressure sprinklers could reduce fuel consumption, but at the same time, it's important to prevent water runoff," says Keesee.

He explains that low pressure sprinklers usually increase the rate of water application. "An application rate that exceeds the soil's absorption rate is self defeating unless furrow dikes or dams or some other practice is adopted to prevent runoff."

Research and demonstration results indicate the

average pumping plant uses about 35% more fuel than a plant operating at an accepted, standard level of efficiency. The low efficiency of some pumps costs their owners thousands of dollars every year in excess fuel bills, notes the engineer.

Keesee likens the evaluation of a pumping plant to determining the mileage performance of an automobile. However, acre inches of water are calculated instead of miles per gallon. It's a matter of comparing actual fuel use (gallons of diesel, kilowatt hours of electricity or thousand cubic feet of natural gas) per acre inch of water to a standard performance rate.

To follow Keesee's evaluation procedures, first determine the plant's pumping rate (gallons per minute), pumping lift (number of feet from ground surface to the well's water level), discharge head or pressure (feet or pounds per square inch), fuel use and operating time (in hours).

Convert the pumping rate to total acre inches pumped by dividing by 460 and multiplying by the operating time. Determine the fuel use by checking the gas or electric meter or measuring the amount of diesel fuel used from the storage tank during the operating time. Divide fuel use by acre inches pumped to deter-

mine fuel use per acre inch of water. Then figure the accepted standard performance rate for your plant and compare it to the plant's actual fuel consumption. Fuel requirements for a plant operating at standard efficiency are:

- For each 100 feet of pumping lift: 1,046 gallons diesel, 12.92 Kwh electricity or 0.171 Mcf natural gas.
- For each 10 lbs. per square inch of discharge pressure: 0.24 gallons diesel, 2.98 Kwh electricity or 0.0396 Mcf natural gas.

"Repair or replacement of inefficient engines and pumps may cost several thousand dollars, but annual fuel savings may

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CowBelles hear MEF head

(Continued from page 1) Middaugh, and his associate, Nancy McCarthy, director of communications for the MEF and also a luncheon speaker, stressed the need for industry support to allow the MEF to continue making strides in foreign market access.

"We've heard a lot of talk lately about what to do, how to revive the American beef market. But the demand for our product overseas is

growing now at the rate it was here in 1970. Now is the time to move ahead," said McCarthy.

She stressed the need to educate consumers in foreign countries about such issues as diet and health and the uses of beef, pork and lamb. In addition, there is a need to inform foreign consumers of the reason such meat is so expensive, in order to create pressure

on foreign governments to lift restrictive trade practices.

The MEF, begun nearly five years ago to increase the American Beef market overseas, is funded partially by the Foreign Agricultural Service and partially by industry membership and donations. The federation has several foreign offices, including those in London, Tokyo, and Hamburg, and has 19 member groups.

Red meat to top '80 supply level

(Continued from page 1) affected the demand for beef the last few years, Biles said. The diet-health issue is more difficult to reckon with and must be combatted with increased beef promotion, he said.

Beef consumption will go from first place to third behind poultry and pork in the next few years, W.D. Farr, a Colorado cattle feeder, said.

The cattle industry does not have the discipline and the efficiency of the poultry industry, Farr said. The poultry industry's main concern is the bottom line. The single most important thing to favorably affect the cattle industry in the near future will be the changing of beef grading standards, Farr said, because of the resulting reduced production costs.

Life is lived forward and understood backward.



FUTURITY WINNERS—Winners of the Simmental steer futurity held at the 1980 Pacific International were announced at the C & B Sale this spring. They are Kurt (left) and Wayne Tetric, Pomeroy, Wash.; Serena and Suzanne Baker, Hermiston, Ore.; Jessica Andrews, Beaver Creek, Ore.; Brent Koller, Pomeroy, Wash.; Koller placed 1st in the competition; and Lloyd Powell, Bend, Ore., president of the Oregon Simmental Assn. The contest is sponsored by the Oregon/Washington Simmental Assn. (Staff photo by John Coote)

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NEW DIVISION—Melinda Moore, Kahlotus, Wash., won the first junior field day bull show with her 5/5/80 son of BB Domino 704. This first junior bull show was held at the Oregon/Washington/Northern Idaho junior field day. (Staff photo by John Coote)

Coming years to be different, says LMA's president

Cattlemen will continue to lose money for the next several years even if the economy improves, Lemmy Wilson, president of the Livestock Marketing Assn., said recently.

Reports UPI, Wilson, speaking at the Colorado Cattlemen's Assn.'s 114th convention, said cattlemen are losing money because of steadily increasing production costs.

Bull Test Results

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28 Day Report

70 senior bulls
13 junior bulls

Senior average daily gain... 3.37
Junior average daily gain... 2.87

A Charolais bull owned by Eagle Ranch, Eagle, had the highest ADG at 3.14 lb. The Char WBF Power son had a WDA of 2.1 lb. Showing the second highest ADG was another senior Charolais bull owned by LMR Millor, Ephraim, Utah, and sired by Char RRR Impressive. His ADG was 4.88 lb. with an ADG rate of 115.

Planning third with an ADG of 4.84 lb. was an ADG rate of 185 and a WDA of 612.40 lb. was a Hereford bull owned by C.W. Huntington, Hesperus, sired by GW Prospector H7902.

The highest WDA among the 13 junior bulls was a Hereford owned by Thal Hereford, Buena Vista, N.M., at 2.78 lb. He was followed closely by another Thal bull with a WDA of 2.72 lb. Both bulls showed ADGs of 3.54 lb. and ADG rates of 122.

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184 Day Report

38 groups (188 steers)

Average daily gain... 3.05

The grand champion entry in the grand champion contest was a Hereford sired by the Blended d'Aquitaine bull, Inmargate Canadian, from Nielsen Ranches of Merriman at Cody, Neb. This group posted a breeder profitability index of 8472.

grand champion in carcass quality, each with a value of \$1,024.80 per lb. The Houston sire was Aristocrat Giant. Riddle's sire was RB Prospector OU 750. A Rober Hereford Ranch entry from Sedgwick, Colo., sired by RHR Advance 208, was the reserve champion with a value of \$1,024.80 per lb.

Lloyd DeBruycker of Dutton, Mont., entered the grand champion group in feedlot gain. His Charolais steers, sired by Ramark H95, had an average daily gain of 3.88 lb. per steer. One of his animals posted 4.40 lb. per day for the entire 184-day feeding period.

Frank Ranch of Sidney, Mont., grand champion in both feedlot gain and carcass competition last year, led the Charolais division in breeder profitability.

Winners in the seven divisions of the 1981 Expo were: Angus: Breeder Profitability—Ron H. Houston, 8618; ADG—One Star Eleven Ranch, Saratoga, Wyo., 3.20 lb. per day; Carcass Value—Ben R. Houston, Plattville, Colo., \$1,024.80 per lb.

Charolais: Breeder Profitability—Frank Ranch, Sidney, Mont., 8472; ADG—Lloyd DeBruycker, Dutton, Mont., 3.88 lb. per day; Carcass Value—Ben R. Houston, Plattville, Colo., \$1,024.80 per lb.

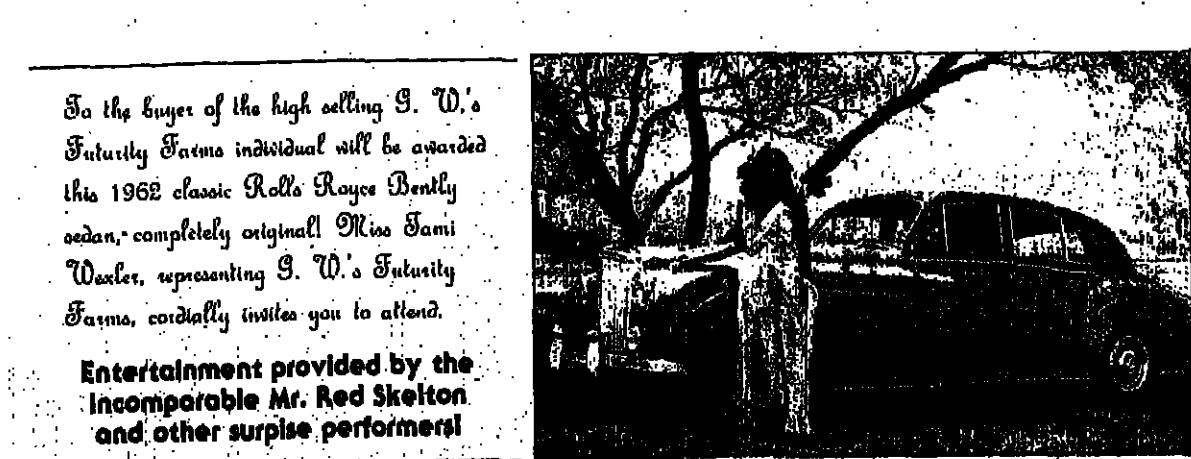
When a fellow says: It ain't the money but the principle of the thing, it's the money.

GW's FUTURITY FARMS INVITATIONAL PRODUCTION SALE

at the ranch
DIXON, CALIFORNIA
(20 miles southwest of Sacramento)
AUGUST 15, 1981 • 1:00 PM

featuring offspring of and mares in foal to:
**Mr Gunsmoke • One Gun • Hollywood Smoke
Doc's Mahogany • Mr Holey Sox**

own daughters of:
Mr Gunsmoke, Doc's Mahogany, Mr Holey Sox, One Gun, Hollywood Smoke, Doc O'Lena, Doc Bar, Commander King, King's Pistol, Peppy San, Pepp San, Mr San Peppy, Mr 89er, Dry Doc, Doc's Prescription, Duono Chex, King Fritz, Poco Red Ant, Poco Turp, Poco Dell, Poco Pico, Continental King, Corona Cody, Doc's Lynx, Doc's Star Barred, Gay Bar King, Grey Badger III, Two D Two, Coldstream Guard, Par Three, Tamo, Domino Duke, Holly's Salty, Leon Bars, Jag, Red Caesar, Easter Chex, Doc Bee Leo, Royal King, Hank, Poco Lyle, King El Rebo, Boogie Bee, First Command, Major Thunder and many more!



Invitation only — Black tie suggested
Terms and financing available on GW's horses
For your invitation and credit information, contact sale managers
Duane Pettibone & ASSOCIATES
9230 Sunset Blvd., West / Pleasant Grove, CA 95668 / (916) 655-3928

Market Roundup:

Fed, dressed prices continue downward

FED CATTLE PRICES turned downward through mid-week, as dressed beef realizations deteriorated sharply and a general lack of optimism pervaded throughout the industry. Some stabilization was noted late when CME future cattle prices reversed to the upside and the carcass market regained some earlier losses, but many buying interests are still operating cautiously. The supply of finished cattle still remains quite current in most areas, resulting in continued large marketings of steers under 1050 lb. and heifers under 950 lb. with a larger percentage of good grades.

Slaughter steers and heifers finished steady to \$2 lower in Midwestern markets, with the Western terminals closing \$5.00 to \$2 lower.

OKLAHOMA CITY STEERS md. frame #1 400-600 lb. \$60.00-69.00; 600-700 lb. \$62.50-66.50; 700-800 lb. \$61.00-63.00; 800-900 lb. \$60.00-63.00. Heifers md. frame #1 400-600 lb. \$54.50-70.00; 600-700 lb. \$55.50-75.00; 700-800 lb. \$56.50-70.00. Dodge City steers md. frame #1 600-800 lb. \$63.00-65.50; 800-900 lb. \$62.25-64.40; 900-1000 lb. \$61.00-63.00. Heifers md. frame #1 500-600 lb. \$55.00-70.00; 600-700 lb. \$56.00-75.00; 700-800 lb. \$57.00-70.00. Colorado steers md. frame #1 700-775 lb. \$62.50-61.75; #2 800-900 lb. \$60.00-61.00; 900-1000 lb. \$60.00-61.35. Heifers md. frame #1 500-600 lb. \$58.25-61.00; 600-700 lb. \$58.50-61.00. California steers md. frame #1 550-625 lb. \$59.00-62.00; 625-635 lb. \$62.00-61.75; 635-645 lb. \$62.00-61.75. Heifers md. frame #1 550-625 lb. \$58.25-61.00; 625-635 lb. \$62.00-61.75; 635-645 lb. \$62.00-61.75. Washington, Oregon steers md. frame #1 400-500 lb. \$56.00-60.00; 500-600 lb. \$56.00-60.00; 600-700 lb. \$56.00-60.00; 700-800 lb. \$56.00-60.00; 800-900 lb. \$56.00-60.00; 900-1000 lb. \$56.00-60.00. Heifers md. frame #1 250-400 lb. \$56.00-59.00; 400-500 lb. \$56.00-59.00.

ARIZONA SLAUGHTER STEERS mixed good and choice 2-3 975-1075 lb. \$67.50-68.00; good with end choice 2-3 925-1125 lb. \$67.00-68.00; mostly good 2-3 975-1050 lb. \$66.00-67.00; 1050-1150 lb. \$66.00-68.00; Holsteins 1025-1100 lb. \$64.50-65.00; 1100-1300 lb. \$62.50-63.00. Heifers mixed good and choice 2-3 950 lb. \$64.50; mostly good 800-825 lb. \$63.00. California slaughter steers mixed good and choice 2-4 975-1075 lb. \$67.50-68.00; good and choice 2-4 980-1150 lb. \$68.50-69.00; 1100-1150 lb. \$68.50; good 2-4 1000-1050 lb. \$67.00-68.00; Holsteins \$64.50-65.00. Heifers mostly choice 2-4 950-1000 lb. \$66.50-67.00; good and choice 2-4 900-975 lb. \$65.00-66.00; mostly good 2-3 975 lb. \$65.00. Colorado slaughter steers mostly choice #3 950-1200 lb. \$68.50-70.00; 1050-1150 lb. \$68.50-69.00; Holsteins \$64.50-65.00. Heifers choice #3 950-1025 lb. \$67.25-68.00. Idaho slaughter steers good to mostly choice 2-3 1100-1150 lb. \$69.00-69.50; Holsteins \$60.00. Heifers good to mostly choice 2-3 850-950 lb. \$66.00-67.00. Eastern Kansas slaughter steers choice 2-4 1000-1125 lb. \$69.70; choice with end good 1000-1200 lb. \$67.50-69.50. Heifers choice 2-4 925-1000 lb. \$66.00-68.00; choice with end good 900-1000 lb. \$65.50-67.50; mixed good and choice 900-950 lb. \$64.50-65.75. Western Kansas slaughter steers choice 2-4 1000-1150 lb. \$68.50-70.00; choice with end good 1000-1200 lb. \$68.50-70.00; Holsteins \$64.50-65.00. Heifers choice 2-4 925-1050 lb. \$66.00-68.00; choice with end good \$66.00-67.50; mixed commercial to choice 835-975 lb. heifers and heiferettes \$68-69.

MONTANA SLAUGHTER STEERS choice 2-4 1050-1150 lb. \$69.00-69.50. Heifers mostly choice 2-4 950-1025 lb. \$68.00-69.00. Eastern Nebraska slaughter steers mostly choice 2-4 1100-1250 lb. \$70.71; good to choice 2-3 1025-1150 lb. \$68.00-69.00. Heifers good to mostly choice 2-3 875-1000 lb. \$65.00-66.00; mostly choice 2-4 950-1050 lb. \$66.50-67.00. New Mexico slaughter steers mostly choice 1000-1200 lb. \$68.50-70.00; mixed good and choice 925-1250 lb. \$68.00-69.00. Holsteins \$65.00-66.00. Heifers mostly good 2-3 900-1000 lb. \$68.00-69.00; mostly good 740-800 lb. \$64.50-65.00.

SOUTHERN SAN JOAQUIN, WESTERN Nevada good and choice 2-3 1100 lb. \$69.00; Holsteins choice #2 1100 lb. \$64.00; mostly choice 2-3 1050-1070 lb. \$68.00-69.00; mixed good and choice 2-3 1060 lb. \$69.50. Heifers mostly choice 2-4 1000-1035 lb. \$66.00-67.00; 925-950 lb. \$65.50-66.00. Texas, western Oklahoma slaughter steers choice 2-3 1100-1125 lb. \$70.50-71.00; good and mostly choice 2-3 1000-1150 lb. \$69.70-70.25; mixed good and choice 2-3 975-1075 lb. \$67.75-69.00; Holsteins \$65.00-66.00. Heifers good and mostly choice 2-3 900-1035 lb. \$69.00-70.00; mixed good and choice 2-3 850-1000 lb. \$65.00-66.00; choice and good heiferettes 2-4 950-1050 lb. \$60.50-63.00. Washington, Oregon slaughter steers good to mostly choice 2-3 1050-1150 lb. \$69.50-70.75; 1150-1800 lb. \$69.25-69.50. Heifers good to mostly choice 2-3 900-1000 lb. \$67.00-68.00. Northern San Joaquin, southern Sacramento slaughter steers good with end choice 2-3 1100 lb. holsteins \$64.50. Heifers mostly choice 2-4 1000-1025 lb. \$68.00-69.00.

SAN ANGELO SLAUGHTER spring lambs choice and prime \$3.10-3.15 lb. \$63.00-65.00. Feeder lambs choice and fancy \$5.00-5.50 lb. \$55.00-60.00. Ewes good \$27.00-27.50; cull \$18.00-22.00. Feeder pigs US 1-2 Omaha \$0.40-0.45 lb. \$28.00-31.00; US 3-4 Omaha \$0.35-0.40 lb. \$27.00-30.00; US 5-6 Omaha \$0.30-0.35 lb. \$26.00-29.00; US 7-8 Omaha \$0.25-0.30 lb. \$25.00-28.00.

ALEX MONTROUSE

WESTERN MARKET ROUNDUP

(Reports as quoted by markets)

TEMPLETON LIVESTOCK MARKET

Templeton, Calif., July 8 & 11

0,420 head received: Feeder steers, choice 300-400 lb. \$62.00-65.00; 400-500 lb. \$61.00-64.00; 500-600 lb. \$60.00-63.00; 600-700 lb. \$59.00-62.00; 700-800 lb. \$58.00-61.00; 800-900 lb. \$57.00-60.00; 900-1000 lb. \$56.00-59.00. Feeder heifers, choice 300-400 lb. \$50.00-53.00; 400-500 lb. \$49.00-52.00; 500-600 lb. \$48.00-51.00; 600-700 lb. \$47.00-50.00; 700-800 lb. \$46.00-49.00; 800-900 lb. \$45.00-48.00. Slaughter steers, choice 300-400 lb. \$52.00-55.00; 400-500 lb. \$51.00-54.00; 500-600 lb. \$50.00-53.00; 600-700 lb. \$49.00-52.00; 700-800 lb. \$48.00-51.00; 800-900 lb. \$47.00-50.00; 900-1000 lb. \$46.00-49.00. Slaughter heifers, choice 300-400 lb. \$40.00-43.00; 400-500 lb. \$39.00-42.00; 500-600 lb. \$38.00-41.00; 600-700 lb. \$37.00-40.00; 700-800 lb. \$36.00-39.00; 800-900 lb. \$35.00-38.00; 900-1000 lb. \$34.00-37.00. Slaughter cows, ut. and comm. \$33.00-36.00; dropped calves \$25.00-28.00. Slaughter bulls, \$45-55.

STOCKTON LIVESTOCK MARKET

Stockton, Calif., July 13

3,656 head received: Feeder steers, md. frame 1 300-400 lb. \$63.00-64.00; 400-500 lb. \$61.50-62.50; 500-600 lb. \$60.00-61.00; 600-700 lb. \$58.50-59.50; 700-800 lb. \$57.00-58.00; 800-900 lb. \$55.50-56.50; 900-1000 lb. \$54.00-55.00. Feeder heifers, md. frame 1 300-400 lb. \$50.00-51.00; 400-500 lb. \$49.00-50.00; 500-600 lb. \$48.00-49.00; 600-700 lb. \$47.00-48.00; 700-800 lb. \$46.00-47.00; 800-900 lb. \$45.00-46.00; 900-1000 lb. \$44.00-45.00. Slaughter steers, md. frame 1 300-400 lb. \$52.00-53.00; 400-500 lb. \$51.00-52.00; 500-600 lb. \$50.00-51.00; 600-700 lb. \$49.00-50.00; 700-800 lb. \$48.00-49.00; 800-900 lb. \$47.00-48.00; 900-1000 lb. \$46.00-47.00. Slaughter heifers, md. frame 1 300-400 lb. \$40.00-41.00; 400-500 lb. \$39.00-40.00; 500-600 lb. \$38.00-39.00; 600-700 lb. \$37.00-38.00; 700-800 lb. \$36.00-37.00; 800-900 lb. \$35.00-36.00; 900-1000 lb. \$34.00-35.00. Slaughter cows, ut. and comm. \$31.00-34.00; high dressing \$44.00-45.00; lower dressing \$34.00-35.00; empty cutter \$42.00-43.00; canner and low cutter \$31.00-32.00. Slaughter bulls, YG 1 1250-1850 lb. \$52.50-55.00; YG 2 1100-1450 lb. \$48.50-50.00. Replacement, mixed aged 800-900 lb. with small to 250 lb. calves \$475-525 per pair.

SHASTA LIVESTOCK MARKET

Cottonwood, Calif., July 10

3,476 head received: Feeder steers, md. frame 1 400-525 lb. \$61.00-62.00; 525-650 lb. \$60.00-61.00; 650-700 lb. \$59.00-60.00; 700-800 lb. \$58.00-59.00; 800-900 lb. \$57.00-58.00; 900-1000 lb. \$56.00-57.00; 1000-1100 lb. \$55.00-56.00; 1100-1200 lb. \$54.00-55.00; 1200-1300 lb. \$53.00-54.00; 1300-1400 lb. \$52.00-53.00; 1400-1500 lb. \$51.00-52.00; 1500-1600 lb. \$50.00-51.00; 1600-1700 lb. \$49.00-50.00; 1700-1800 lb. \$48.00-49.00; 1800-1900 lb. \$47.00-48.00; 1900-2000 lb. \$46.00-47.00; 2000-2100 lb. \$45.00-46.00; 2100-2200 lb. \$44.00-45.00; 2200-2300 lb. \$43.00-44.00; 2300-2400 lb. \$42.00-43.00; 2400-2500 lb. \$41.00-42.00; 2500-2600 lb. \$40.00-41.00; 2600-2700 lb. \$39.00-40.00; 2700-2800 lb. \$38.00-39.00; 2800-2900 lb. \$37.00-38.00; 2900-3000 lb. \$36.00-37.00; 3000-3100 lb. \$35.00-36.00; 3100-3200 lb. \$34.00-35.00; 3200-3300 lb. \$33.00-34.00; 3300-3400 lb. \$32.00-33.00; 3400-3500 lb. \$31.00-32.00; 3500-3600 lb. \$30.00-31.00; 3600-3700 lb. \$29.00-30.00; 3700-3800 lb. \$28.00-29.00; 3800-3900 lb. \$27.00-28.00; 3900-4000 lb. \$26.00-27.00; 4000-4100 lb. \$25.00-26.00; 4100-4200 lb. \$24.00-25.00; 4200-4300 lb. \$23.00-24.00; 4300-4400 lb. \$22.00-23.00; 4400-4500 lb. \$21.00-22.00; 4500-4600 lb. \$20.00-21.00; 4600-4700 lb. \$19.00-20.00; 4700-4800 lb. \$18.00-19.00; 4800-4900 lb. \$17.00-18.00; 4900-5000 lb. \$16.00-17.00; 5000-5100 lb. \$15.00-16.00; 5100-5200 lb. \$14.00-15.00; 5200-5300 lb. \$13.00-14.00; 5300-5400 lb. \$12.00-13.00; 5400-5500 lb. \$11.00-12.00; 5500-5600 lb. \$10.00-11.00; 5600-5700 lb. \$9.00-10.00; 5700-5800 lb. \$8.00-9.00; 5800-5900 lb. \$7.00-8.00; 5900-6000 lb. \$6.00-7.00; 6000-6100 lb. \$5.00-6.00; 6100-6200 lb. \$4.00-5.00; 6200-6300 lb. \$3.00-4.00; 6300-6400 lb. \$2.00-3.00; 6400-6500 lb. \$1.00-2.00; 6500-6600 lb. \$0.00-1.00; 6600-6700 lb. \$0.00-1.00; 6700-6800 lb. \$0.00-1.00; 6800-6900 lb. \$0.00-1.00; 6900-7000 lb. \$0.00-1.00; 7000-7100 lb. \$0.00-1.00; 7100-7200 lb. \$0.00-1.00; 7200-7300 lb. \$0.00-1.00; 7300-7400 lb. \$0.00-1.00; 7400-7500 lb. \$0.00-1.00; 7500-7600 lb. \$0.00-1.00; 7600-7700 lb. \$0.00-1.00; 7700-7800 lb. \$0.00-1.00; 7800-7900 lb. \$0.00-1.00; 7900-8000 lb. \$0.00-1.00; 8000-8100 lb. \$0.00-1.00; 8100-8200 lb. \$0.00-1.00; 8200-8300 lb. \$0.00-1.00; 8300-8400 lb. \$0.00-1.00; 8400-8500 lb. \$0.00-1.00; 8500-8600 lb. \$0.00-1.00; 8600-8700 lb. \$0.00-1.00; 8700-8800 lb. \$0.00-1.00; 8800-8900 lb. \$0.00-1.00; 8900-9000 lb. \$0.00-1.00; 9000-9100 lb. \$0.00-1.00; 9100-9200 lb. \$0.00-1.00; 9200-9300 lb. \$0.00-1.00; 9300-9400 lb. \$0.00-1.00; 9400-9500 lb. \$0.00-1.00; 9500-9600 lb. \$0.00-1.00; 9600-9700 lb. \$0.00-1.00; 9700-9800 lb. \$0.00-1.00; 9800-9900 lb. \$0.00-1.00; 9900-10000 lb. \$0.00-1.00.

QUINCY LIVESTOCK MARKET

Quincy, Wash., July 8

1,430 head received: Feeder steers, choice 300-400 lb. \$70-75;

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1,430 head received: Feeder steers, choice 300-400 lb. \$70-75;

steers, choice 500-600 lb. \$60-68; 600-700 lb. \$62-60-63-25; 700-800 lb. \$62-63-60; 800-900 lb. \$63-60-64; 900-1000 lb. \$62-60-63; 1000-1100 lb. \$61-25-68; 1100-1200 lb. \$57-25-60; 1200-1300 lb. \$55-25-60; 1300-1400 lb. \$53-25-60; 1400-1500 lb. \$51-25-60; 1500-1600 lb. \$49-25-60; 1600-1700 lb. \$47-25-60; 1700-1800 lb. \$45-25-60; 1800-1900 lb. \$43-25-60; 1900-2000 lb. \$41-25-60; 2000-2100 lb. \$39-25-60; 2100-2200 lb. \$37-25-60; 2200-2300 lb. \$35-25-60; 2300-2400 lb. \$33-25-60; 2400-2500 lb. \$31-25-60; 2500-2600 lb. \$29-25-60; 2600-2700 lb. \$27-25-60; 2700-2800 lb. \$25-25-60; 2800-2900 lb. \$23-25-60; 2900-3000 lb. \$21-25-60; 3000-3100 lb. \$19-25-60; 3100-3200 lb. \$17-25-60; 3200-3300 lb. \$15-25-60; 3300-3400 lb. \$13-25-60; 3400-3500 lb. \$11-25-60; 3500-3600 lb. \$9-25-60; 3600-3700 lb. \$7-25-60; 3700-3800 lb. \$5-25-60; 3800-3900 lb. \$3-25-60; 3900-4000 lb. \$1-25-60; 4000-4100 lb. \$0-25-60; 4100-4200 lb. \$0-25-60; 4200-4300 lb. \$0-25-60; 4300-4400 lb. \$0-25-60; 4400-4500 lb. \$0-25-60; 4500-4600 lb. \$0-25-60; 4600-4700 lb. \$0-25-60; 4700-4800 lb. \$0-25-60; 4800-4900 lb. \$0-25-60; 4900-5000 lb. \$0-25-60; 5000-5100 lb. \$0-25-60; 5100-5200 lb. \$0-25-60; 5200-5300 lb. \$0-25-60; 5300-5400 lb. \$0-25-60; 5400-5500 lb. \$0-25-60; 5500-5600 lb. \$0-25-60; 5600-5700 lb. \$0-25-60; 5700-5800 lb. \$0-25-60; 5800-5900 lb. \$0-25-60; 5900-6000 lb. \$0-25-60; 6000-6100 lb. \$0-25-60; 6100-6200 lb. \$0-25-60; 6200-6300 lb. \$0-25-60; 6300-6400 lb. \$0-25-60; 6400-6500 lb. \$0-25-60; 6500-6600 lb. \$0-25-60; 6600-6700 lb. \$0-25-60; 6700-6800 lb. \$0-25-60; 6800-6900 lb. \$0-25-60; 6900-7000 lb. \$0-25-60; 7000-7100 lb. \$0-25-60; 7100-7200 lb. \$0-25-60; 7200-7300 lb. \$0-25-60; 7300-7400 lb. \$0-25-60; 7400-7500 lb. \$0-25-60; 7500-7600 lb. \$0-25-60; 7600-7700 lb. \$0-25-60; 7700-7800 lb. \$0-25-60; 7800-7900 lb. \$0-25-60; 7900-8000 lb. \$0-25-60; 8000-8100 lb. \$0-25-60; 8100-8200 lb. \$0-25-60; 8200-8300 lb. \$0-25-60; 8300-8400 lb. \$0-25-60; 8400-8500 lb. \$0-25-60; 8500-8600 lb. \$0-25-60; 8600-8700 lb. \$0-25-60; 8700-8800 lb. \$0-25-60; 8800-8900 lb. \$0-25-60; 8900-9000 lb. \$0-25-60; 9000-9100 lb. \$0-25-60; 9100-9200 lb. \$0-25-60; 9200-9300 lb. \$0-25-60; 9300-9400 lb. \$0-25-60; 9400-9500 lb. \$0-25-60; 9500-9600 lb. \$0-25-60; 9600-9700 lb. \$0-25-60; 9700-9800 lb. \$0-25-60; 9800-9900 lb. \$0-25-60; 9900-10000 lb. \$0-25-60.

